

REMARKS

Claims 9 and 10 have been canceled. Claims 1, 13 and 14 have been amended. Claims 1, 2, 4-7 and 11-14 are pending in this application. No new matter has been added.

Claim 14 was rejected under 35 U.S.C. 101. The examiner stated that since claim 14 only recites "a computer readable recording medium which stores a program," the computer readable recording medium can be a transitory medium (signals, waves, etc)." In response, claim 14 has been amended to recite a "non-transitory" computer readable recording medium, thereby excluding a transitory medium like signals or waves. It is respectfully submitted that claim 14, as amended, is in compliance with the requirements of 35 USC 101.

Claims 1 and 13 were rejected under 35 U.S.C. 112, second paragraph, as being indefinite for failing to particularly point out and distinctly claim the subject matter which applicant regards as the invention. The examiner stated that claims 1 and 13 recite each of the limitations as being "implemented by a computer," but it is unclear whether the limitations are implemented by separate different computers or the same computer. In response, claims 1 and 13 have been amended to clarify that the limitations are implemented by the same computer. It is respectfully submitted that claims 1 and 13, as amended, are in compliance with the requirements of 35 USC 112, second paragraph.

Claims 1, 2, 4-7 and 9-14 were rejected under 35 U.S.C. 103(a) as being unpatentable over Melchione USP 5,930,764 in view of Solomon US 2002/0046157. The rejection of claims 9 and 10 is made moot by the cancellation of these claims. The rejection of claims 1, 2, 4-7 and 11-14 is traversed with respect to the claims as amended.

The amended claims are directed to a computer-implemented sales activity management system comprising a number of elements in combination. In amended claim 1, for example, the claimed combination includes an evaluation report document information sending unit, a knowledge database and a customer targeting unit. The evaluation report document information sending unit

sends, to each salesperson's terminal, evaluation information including customer information added by a customer targeting unit. The knowledge database stores information related to sales activity and correlates the data with customer information registered in a customer database. The customer targeting unit extracts knowledge information and sales support information relating to the targeted customer from the knowledge database and sends it to the salesperson's terminal. The combination defined by amended claim 1 thereby enables knowledge information and/or sales support information to be extracted and sent to each salesperson's terminal.

A similar combination is neither disclosed nor suggested in any of the cited references.

Neither Melchione nor Solomon disclose a combination including a customer targeting unit that enables extraction of customer information, including knowledge information and/or sales support information, that is sent to the salesperson's terminal.

Melchione fails to disclose document information for each salesperson that includes priority customer's information of the salesperson. Moreover, Melchione fails to disclose extracting priority customer information or targeting the customer indicated by the customer identifier included in the "sales negotiation item information of which progress level of each sales negotiation item is equal to or higher than a predetermined level." Melchione also does not disclose the document information for salesperson that includes the priority customer's information for salesperson and the information is sent to the salesperson's terminal. Furthermore, Melchione does not disclose, for each salesperson, creating the document information including the priority customer's information for salesperson.

Furthermore, Solomon does not disclose the evaluation report document information including the evaluation report information related to the activity content of the salesperson.

In view of the above, each of the claims in this application is in immediate condition for allowance. Accordingly, the Examiner is respectfully requested to withdraw the outstanding rejection of the claims and to pass this application to issue. If it is determined that a telephone

conference would expedite the prosecution of this application, the Examiner is invited to telephone the undersigned at the number given below.

In the event the U.S. Patent and Trademark Office determines that an extension and/or other relief is required, applicant petitions for any required relief including extensions of time and authorizes the Commissioner to charge the cost of such petitions and/or other fees due in connection with the filing of this document to **Deposit Account No. 03-1952** referencing docket no. **116692005600**.

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Respectfully submitted,

By 
Alex Chartove

Registration No.: 31,942
MORRISON & FOERSTER LLP
1650 Tysons Blvd, Suite 400
McLean, Virginia 22102
(703) 760-7744